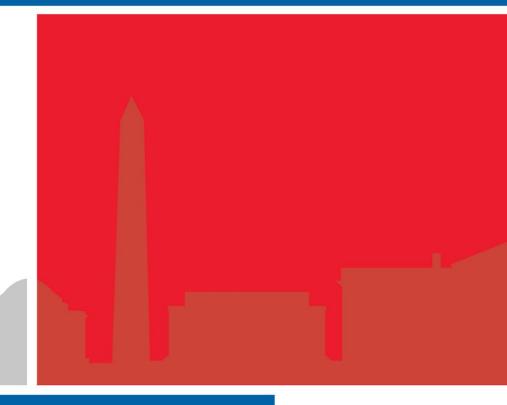




A PROGRAM OF THE D.C. DEPT. OF SMALL & LOCAL BUSINESS DEVELOPMENT





J. Milton Goodman Program Manager DC-PTAC



Introducing The District of Columbia Procurement Technical Assistance Center DCPTAC



Who we are...

The DCPTAC offers District of Columbia based businesses personalized counseling and competitive insight for navigating the government procurement process successfully.







A PROGRAM OF THE D.C. DEPT. OF SMALL & LOCAL BUSINESS DEVELOPMENT



What we do...

Our Services













OUTREACH

Matchmakin g Events PTAC Presentations Conferences Trade Shows **EDUCATION**

Training
Workshops
Information
Sessions
Meet &
Greets
Webinars

CERTIFICATION ASSISTANCE

VA CVE SBA 8(a) SBA SDVOSB SBA EDWOSB SAM **MARKETING**

Research
Bid Matching
Marketing
Plan
Assistance
GSA
Schedule
Preparation
Assistance
Strategic
Partnership
Development
Small Business
Training

PRE-CONTRACT MANAGEMENT

Solicitation
Reviews
Proposal
Review
Assistance
Subcontracting
Assistance

POST CONTRACT AWARD

Contract Review Compliance





Certification Assistance

- ✓ District of Columbia Certified Business Enterprise
- ✓ Department of Veterans' Affairs Center for Verification Assistance
- ✓ Small Business Administration 8(a)
- ✓ Small Business Administration Service Disabled Veteran Owned Small Business (SDVOSB)
- ✓ Veteran Owned Small Business (VOSB)
- ✓ Small Business Administration Economically Disadvantaged Woman Owned Business (EDWOSB)





DCPTAC Value for Small Businesses

- ✓ No Cost Advisory Services To Government Contractors
- ✓ Assistance with Contract and Acquisition Rulings
- ✓ Assistance with Strategy for Better Contractor's Positioning
- ✓ One on One Counseling for Focused Business Approach
- ✓ Assistance in Identifying Your Value Proposition
- ✓ Provide Navigation instructions toward Contract Opportunities









How we do it...

The Process

What is the DCPTAC Process?

Introduction to DCPTAC services

Assessment for procurement readiness

Identify acquisition strategy

How to Prepare to Sell to the Government

Prepare, Plan, Position, Pursue...

Acquisition & Proposal Strategy

Understanding Contracting Rules & Regulations

Bid Matching Service

Marketing Plan & Proposal Assistance

Post Award Assistance

Contract Management Assistance

Process & Performance Management Assistance





Do Your Research







How Can You Work With DCPTAC?

- ➤ Is your business registered with the DC Department of Consumer & Regulatory Affairs (DCRA)?
- Does your business have a complete business plan?
- > Has your business been in existence for at least 6 months?
- Does your business have a registered Data Universal Numbering System (DUNS) number?
- Has your business completed or is currently engaged on a commercial or government contract?

Can you answer yes to any of these questions?





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Contact a DCPTAC team member today!



